



19 July 2021

UNIDO CLARIFICATION Note No. 4

Request for Proposal (RFP) No.: 1100156143

**PROVISION OF SERVICES RELATED TO STRENGTHENING THE MARKET SYSTEM FOR GREEN
MSMES**

Questions	Answers
1. Under Work Package A, point 1.b states “150 idea stage entrepreneurs”, is the reference here to 150 individuals or to 150 ideas?	“150 idea-stage entrepreneurs” means 150 entrepreneurs at idea stage.
2. Under Package A point 1.b the number of MSMEs targeted under growth and maturity stage are 60, how are they distributed across both phases? Is it 30 for each? Regarding the same point, can the firms among the “40 who would have investment-ready proposals” be among those who were able to also “generate revenues from the program’s interventions”? Would that be considered double counting?	As stated in the ToR (section 4, Work Package A, activity 1.b), “The programmes dedicated to the growth and maturity stages shall provide capacity building and specialized technical and business advisory services to at least 60 existing MSMEs [...] through 2 cycles dedicated to the growth stage and 2 cycles dedicated to the maturity stage over the assignment’s duration.” The 60 target MSMEs will not have to necessarily be distributed evenly across the programmes dedicated to the growth and maturity stages. Your proposal should, however, specify how you intend to reach this target, including, preferably, how many enterprises at growth stage and how many at maturity stage you would propose to support in order to reach the intended target. Furthermore, out of the 60 MSMEs, “at least 40 should have investment-ready proposals as a result of the project’s interventions” as the ToR states; and out of 42 start-ups targeted through the programme dedicated to the start-up phase (second bullet point under 1.b), “at least 34 should be generating revenues as a result of the project’s interventions.”. The 60 MSMEs and the 42 start-ups are 2 different target groups. However, it may not be excluded that some of the 42 start-ups supported through the programme dedicated to the start-up phase might in the course of the assignment reach a growth stage, and, therefore, be supported through the programme dedicated to the growth stage as well.

Please be informed that the submission deadline is extended until **Friday 30 July 2021,
16:00 hours CET**

To improve efficiency, kindly try to send ALL your clarification questions in one single communication.

Please also be reminded that request for clarifications, if any, shall be received two weeks prior to the offer submission deadline.